

**SECTION M - EVALUATION FACTORS FOR AWARD**

**M.1 INTRODUCTION**

The evaluation of proposals will be conducted by a Source Evaluation Board (SEB) who will make its recommendation to a Source Selection Authority (SSA). The evaluation of proposals and the selection of sources for subcontract award will be in accordance with the criteria set forth in this section. Evaluation and selection will be based on offers which show the greatest likelihood for achievement of the program objectives stated in Section C, Statement of Work.

**M.2 DISCUSSIONS**

- A. Offerors are cautioned to review carefully all terms and conditions and specifications of this solicitation prior to the submission of proposals. FDF may award this solicitation without discussion of proposals received.
- B. Subsequent to the completion of the initial evaluation of proposals, FDF may elect to open negotiations with the best evaluated Offerors with the intent of definitizing contracts with those Offerors. If mutual agreements cannot be definitized to technical, price, and all other terms and conditions, FDF may then open negotiations with the next highest evaluated Offeror with the intent of definitizing a contract with that Offeror. Discussions may be held at the sole discretion of FDF. A complete understanding of technical requirements and all other terms and conditions of the proposed contract should exist between the Offeror and FDF at the conclusion of any such discussions. Final offers will be requested upon the completion of discussions.
- C. Offerors may not submit any new or revised terms or conditions in their final responses that have not been fully disclosed, discussed, and understood during discussions. Any such revisions must be substantiated and must be able to be traced back to the original proposal. Any revisions or nonconcurrence to negotiated agreement terms and conditions submitted in the final offer may be a basis for the rejection of the Offeror's response.

**M.3 BASIS FOR AWARD**

- A. Selection will be made on the basis of an integrated assessment of each Offeror's proposal received in response to this solicitation and on FDF's review of each Offeror's capabilities. The responsible, responsive Offeror with the best advantage to FDF, price and other factors specified below considered, will receive award of any resulting contract from this solicitation.
- B. Technical Evaluation Criteria. The following technical evaluation criteria shall be used to evaluate the technical proposals submitted to FDF for this solicitation. The content of each category is specified in paragraph L10. Technical merit will consist of 60 percent of the total evaluation criteria for award.
  - 1. Contractor/Team Experience/Past Performance (40 percent)
  - 2. Management/Business Approach (30 percent)
  - 3. Recruiting and Selection. (30 percent)
- C. Price Evaluation Criteria. The Direct Labor Multipliers (DLM) provided by an Offeror for Section B, Item B.2, Price, will be used for price evaluation purposes. Price merit and price realism will consist

of 40 percent of the total evaluation criteria for award.

D. Multiple awards are contemplated by FDF.

#### **M.4 AGREEMENT AWARD**

Award may be made without discussion of proposals received. Proposals should therefore be submitted initially on the most favorable technical and price standpoint. Award of the agreement(s) resulting from this solicitation will be made to the offeror who achieves the highest evaluated total score. FDF reserves the right to determine that a proposal is technically unacceptable and incapable of being made acceptable without major revision or change. Such proposals will be rejected without reviewing cost factors. FDF reserves the right to negotiate with the apparent selectee.

(End of Section)